

## Message Text

UNCLASSIFIED

PAGE 01 BOMBAY 00236 280634Z  
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 COME-00 /019 W  
-----281053Z 081623 /21

R 271136Z JAN 77  
FM AMCONSUL BOMBAY  
TO SECSTATE WASHDC 7040  
INFO AMEMBASSY NEW DELHI  
AMCONSUL CALCUTTA  
AMCONSUL MADRAS

UNCLAS BOMBAY 0236

E. O. 11652: N/A  
TAGS: BPRO, IN  
SUBJ: FOREIGN JOINT VENTURE OPPORTUNITY: ATCO RUBBER  
PRODUCTS, INC. - MANUFACTURER OF PLASTIC AIR  
DUCTS: OPPORTUNITY NO.11-76-086

REF : (A) STATE A-5627, (B) BOMBAY 3211

1. FOLLOWING ADDITIONAL FIRMS EXPRESSED POTENTIAL INTEREST  
IN ATCO'S PROPOSAL:

(A) BLUE STAR LIMITED  
SAHAS, 414/2 VIR SAVARKAR MARG, PRABHADEVI,  
BOMBAY 400 025  
TELEX: 011-2156  
TEL: 457887  
CONTACT: MR. G. RAMCHANDANI, EXECUTIVE DIRECTOR

(B) BATLIBOI & CO. (PRIVATE) LTD.  
APEEJAY HOUSE, V.B. GANDHI MARG, FORT  
BOMBAY 400 023  
CABLE: BATLIBOICO  
TELEX: 011-2284  
TEL: 259611

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 BOMBAY 00236 280634Z

CONTACT: MR. G.B. RADHAKRISHNANI, MANAGER (ACR)

(C) ZAVARCHAND GAIKWAD (PVT.) LTD.  
P.O. BOX 95, PADRA ROAD, BARODA 390 005, GUJARAT  
CABLE: FLEXICAN  
TELEX: 0175-235  
TEL: 65192

CONTACT: MR. ASHOK KRISHNADAS, MG. DIRECTOR

2. BLUE STAR, A PUBLIC CORPORATION, EMPLOYING OVER 2,250 (1975 SALES TURNOVER \$22.5 MILLION) MANUFACTURES WIDE RANGE OF COMMERCIAL REFRIGERATION EQUIPMENT. FIRM ALSO ACTS AS DISTRIBUTORS OF AIRCONDITIONING AND REFRIGERATION EQUIPMENT, INDUSTRIAL AND SCIENTIFIC RESEARCH EQUIPMENT, BUSINESS MACHINES, MATERIAL TESTING AND OTHER INDUSTRIAL PRODUCTS AND ELECTRONICS (WTDR 9/73; BEING REVISED). FIRM CURRENTLY GETS SHEET METAL (ALUMINUM) DUCTS MANUFACTURED LOCALLY. WITH EXPERIENCED TECHNICAL PERSONNEL, FIRM HAS ESTABLISHED CONTACTS IN MIDDLE EASTERN AND FAR EASTERN MARKETS (RECENTLY COMPLETED 60,000 SQ. FT. SHEET METAL DUCTING FOR A DUBAI FIRM). BLUE STAR CONSIDERS SUBJECT PROJECT FEASIBLE BOTH IN TERMS OF DOMESTIC SALES AND EXPORTS.

3. BATLIBOI, A CLOSED CORPORATION, EMPLOYING 2,000 WORKERS (1976 TURNOVER \$32.6 MILLION) IS ENGAGED IN MARKETING INDUSTRIAL/AGRICULTURAL EQUIPMENT AND CONSUMER DURABLES AND EXPORTING MACHINERY, TEXTILES AND SEVERAL OTHER ITEMS. ALSO MANUFACTURES MACHINE TOOLS AND ACR EQUIPMENT AND HANDLES TURNKEY PROJECTS IN THE FIELDS OF PUBLIC UTILITIES AND ENVIRONMENTAL ENGINEERING.

4. ALTHOUGH BATLIBOI INTERESTED IN ATCO'S PROPOSAL, IT RAISED FOLLOWING QUESTIONS: (A) WOULD ATCO BE CAPABLE OF PRODUCING UPTO 36 INCH INSIDE DIAMETER DUCTS (ATCO'S CATALOGS INDICATE ONLY UPTO 18 INCHES), (B) ARE THESE UNCLASSIFIED

UNCLASSIFIED

PAGE 03 BOMBAY 00236 280634Z

DUCTS SUITABLE FOR HIGH PRESSURE (TO CATER TO VELOCITY UPTO 3,000 FT. PER MINUTE) SYSTEMS, (C) ARE THESE MACHINES PORTABLE (CAN THEY BE TAKEN TO END-USER PREMISES FOR MANUFACTURING DUCTS THERE), (D) WOULD ATCO BE WILLING TO SELL ITS MACHINES, (E) ARE THESE MACHINES MANUFACTURED OR BOUGHT BY ATCO.

5. ZAVARCHAND GAIKWAD, A MEDIUM FIRM, EMPLOYING 150 (1972-73 SALES TURNOVER \$400,000) IN FINANCIAL COLLABORATION WITH AEROQUIP CORPORATION OF JACKSON, MICHIGAN AND COMPOFLEX CO. LTD. OF OLDHAM, LANCASHIRE, ENGLAND, MANUFACTURES METALLIC FLEXIBLE TUBES, HOSES AND ROLLED PRODUCTS. EXPORTS PRODUCTS TO SINGAPORE, MALAYSIA, PHILIPPINES, INDONESIA, HONG KONG, THAILAND, SRI LANKA, IRAN, KUWAIT, GREECE AND AFRICAN COUNTRIES (WTDR 1/73).

6. ACTION REQUESTED: WOULD APPRECIATE RECEIVING ANSWERS TO QUERIES RAISED IN REF. (B) AS WELL AS THOSE BY BATLIBOI. PLEASE ALSO FORWARD SIX SETS OF ATCO'S PRODUCT

CATALOGS.  
COURTNEY

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 27-Jan-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977BOMBAY00236  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770031-0304  
**Format:** TEL  
**From:** BOMBAY  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t19770114/aaaaalxo.tel  
**Line Count:** 118  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 05d038d0-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION NEA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 STATE A-5627, 77 BOMBAY 3211  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 30-Sep-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3489685  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** FOREIGN JOINT VENTURE OPPORTUNITY: ATCO RUBBER PRODUCTS, INC. - MANUFACTURER OF PLASTIC AIR DUCTS: OPPORTUNITY NO.11-76-086  
**TAGS:** BPRO, IN  
**To:** STATE  
**Type:** TE  
**vdkgvwkey:** odb://SAS/SAS.dbo.SAS\_Docs/05d038d0-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009